



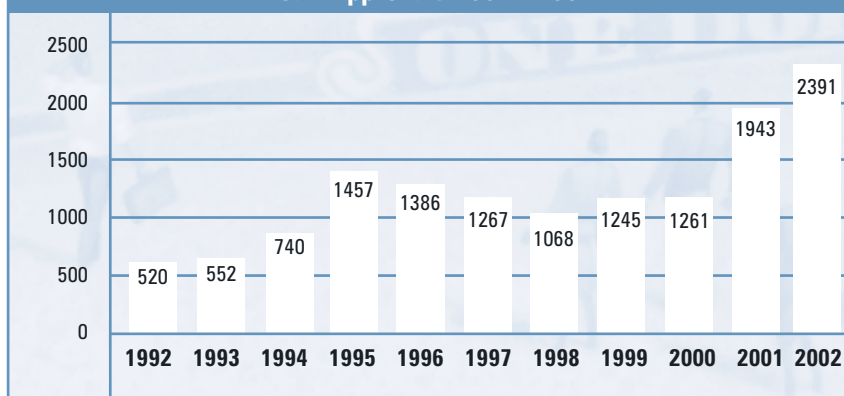
2002 Achievements

- Backed a record 2,391 loans worth \$292 million, making us #2 in the nation.
- Ninety-three (93) lending institutions participated in SBA's flagship 7(a) Loan Guaranty Program.
- Total loan volume increased by 23%.
- A 44% increase in loans and 85% increase in dollars to minorities
- A 21% increase in loans to women.
- Six Certified Development Companies in Massachusetts were responsible for 124 SBA Section 504 loans totaling \$56 million to finance commercial real estate and/or capital equipment for expanding businesses.
- Massachusetts SBICs were responsible for 238 investments totaling \$125 million in 2002. These privately-owned firms, licensed and strengthened by SBA guarantees, provide venture capital to new and established small businesses.
- The ninety (90) HUBZone companies in Massachusetts received over \$8 million in HUBZone prime contracts.
- Trained and counseled more than 33,500 entrepreneurs.
- Massachusetts firms received 633 Small Business Innovation Research (SBIR) awards totaling \$168 million last year, the second highest number and dollar total in the nation. Under SBIR, a specific percentage of federal R&D funds are reserved for small businesses. SBIR funds the critical startup and development stages.
- The Massachusetts SBA office and the Hispanic Caucus are co-sponsoring a Latino Taskforce to identify specific problems that Latino business owners face with accessing government programs.

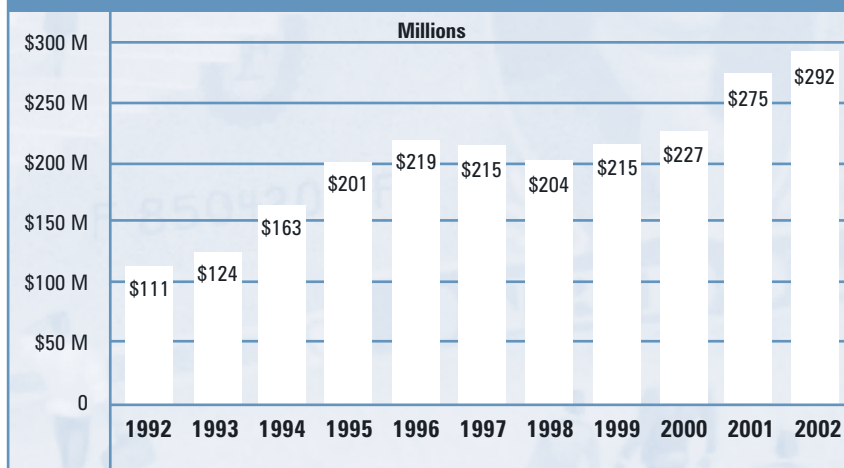
A Year of Major Achievements

The year 2002 was a year of major achievements. The SBA Massachusetts District Office reached new highs in both the number and dollar total of SBA-backed loans. We trained and counseled more than 33,500 entrepreneurs. We are proud of what we have accomplished with the help of our lending and economic development partners. We believe that by working together, we will continue to help small businesses succeed.

Loan Approvals 1992 - 2002



Loan Dollar Totals 1992 - 2002



Top 504 Certified Development Companies in 2002

CDC	# OF PROJECTS	SBA SHARE OF PROJECT
SOUTH EASTERN ECONOMIC DEVELOPMENT CORP.	51	\$15,840,000
BAY COLONY DEVELOPMENT CORP.	42	\$22,830,000
MASSACHUSETTS CERTIFIED DEVELOPMENT CORP.	18	\$9,898,000
WORCESTER BUSINESS DEVELOPMENT CORP.	9	\$5,655,000
SOUTH SHORE ECONOMIC DEVELOPMENT CORP.	4	\$2,058,000

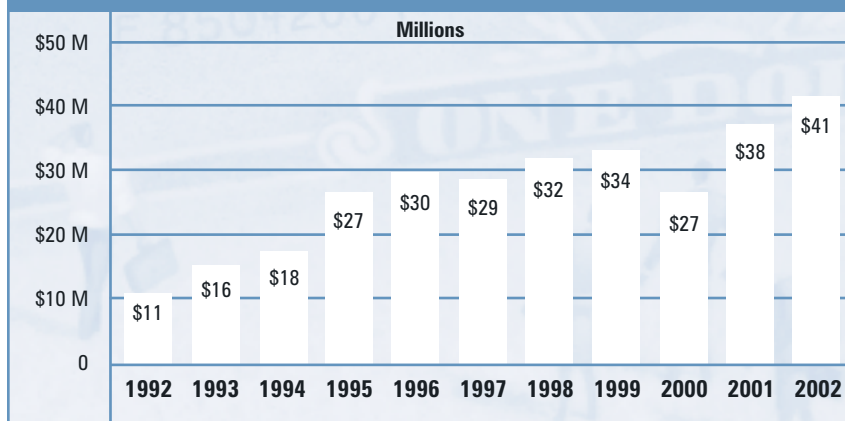
Top 25 Lenders in 2002

LENDER	DOLLAR VALUE	# OF LOANS
CITIZENS BANK	\$42,004,500	995
FLEET BANK	\$28,923,900	443
DANVERS SAVINGS BANK	\$21,444,000	102
SOVEREIGN BANK	\$4,888,600	53
CIT SMALL BUSINESS LENDING CORP.	\$23,780,900	48
THE BANK OF WESTERN MASSACHUSETTS	\$4,801,955	44
BANKNORTH	\$6,695,750	35
EASTERN BANK	\$5,233,687	34
FLORENCE SAVINGS BANK	\$3,209,100	29
ABINGTON SAVINGS BANK	\$6,452,500	27
ENTERPRISE CAPITAL, INC	\$4,715,000	19
FLAGSHIP BANK AND TRUST COMPANY	\$2,618,100	19
BUSINESS LOAN CENTER, INC.	\$8,547,000	16
ENTERPRISE BANK AND TRUST COMPANY	\$2,049,150	16
FIRST INTERNATIONAL BANK	\$12,103,000	16
MIDDLESEX SAVINGS BANK	\$1,757,500	15
ROCKLAND TRUST COMPANY	\$1,821,000	15
HOME LOAN AND INVESTMENT BANK	\$5,090,000	14
HOMETOWN BANK	\$1,753,350	14
LEGACY BANKS	\$1,305,000	12
THE PITTSFIELD CO-OPERATIVE BANK	\$823,000	12
BERKSHIRE BANK	\$1,213,000	11
THE MONEY STORE INVESTMENT CORP.	\$5,630,000	11
FIRST ESSEX BANK	\$590,000	10
MASSACHUSETTS BUSINESS DEVELOPMENT CORP.	\$5,550,000	10

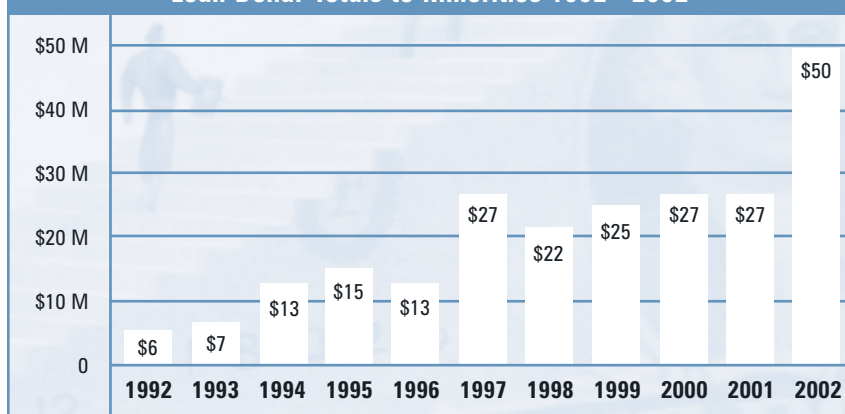
New Lending Partners

- New Preferred Lenders (PLP)
 - Coastway Credit Union
 - Banknorth N.A.
- New SBAExpress Lenders
 - Abington Savings Bank
 - Banknorth N.A.
 - Bank of Fall River
 - Greenfield Co-operative Bank
 - Lawrence Savings Bank
 - Legacy Banks
 - Pittsfield Co-operative Bank
- New 7(a) Loan Guaranty Lenders
 - Gloucester Co-operative Bank

Loan Dollar Totals to Women 1992 - 2002



Loan Dollar Totals to Minorities 1992 - 2002

33,500 Small Business Clients
Counseled
and Trained

6,830	at 7 Small Business Development Centers
12,200	at 7 SCORE Chapters
9,542	at 11 Business Information Centers
3,630	SBA District Office
1,325	at the Center for Women & Enterprise

33,527 clients served

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